



NEWS RELEASE

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Contact: Vicki Reynolds

714-560-7455

vicki.reynolds@sba.gov

Platinum Plumbing Services Co. Jumpstarts with SCORE Assistance

Placentia, CA – Jim Barnes, with more than 17 years in the plumbing industry, was always being asked when he would be opening his own business. With experience as dispatcher, office manager and master plumber he finally decided to take the leap. He got his contractor's license, bought the first company truck and began accumulating tools and supplies. Within the year he was up and running his own company from his home and trying to keep up with all the paperwork. As his business quickly grew he offered a partnership to his long time friend and co-worker Steve Sayre.

Platinum Plumbing Services Company is a full-service plumbing company specializing in repairs and remodels. They also specialize in finding underground leaks. The company services residential, commercial and industrial properties throughout Orange County and neighboring cities in Los Angeles County. A large portion of the business comes from repeat customers. Despite a small marketing budget, in just a year and a half Jim has gone from one truck and a home-based operation to 5 trucks, five employees and a brick and mortar establishment. With such fast expansion he turned to SCORE "Counselors to America's Small Business" for some advice. SCORE provided guidance on target marketing and helped in getting the books set up properly. Along the way Jim also made some strategic alliances which resulted in a steady flow of referrals.

SCORE is partially funded by the U.S. Small Business Administration to assist prospective and current business owners fulfill their dreams of starting and building successful businesses. SCORE volunteer counselors provide free, confidential counseling and low-cost workshops on business-related subjects. For more information about Orange County SCORE, make an appointment to see a SCORE counselor or to explore volunteer opportunities contact SCORE at (714) 550-7369 or visit their website at www.score114.org. For information on SBA's programs and services contact the Santa Ana District Office at (714) 550-7420 or visit their website at www.sba.gov/ca/santa.

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